

# OREGON CHRISTMAS TREES



**NATIONAL  
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Email: nass-or@nass.usda.gov

**USDA, NASS, Oregon Field Office**  
1220 SW 3<sup>rd</sup> Ave., Room 1735  
Portland, Oregon 97204  
(503) 326-2131 or 1-800-338-2157

In 2008, Oregon Christmas tree growers cut and sold 7.34 million trees with a value of \$110.1 million. That was up 282,000 trees from 2007 with the price down 48 cents per tree. Workers employed decreased 7 percent.

Douglas Fir accounted for the largest percentage of trees sold, but the number of Douglas Fir trees has decreased each survey since 2003. The number of Noble Fir trees sold, conversely, has increased each survey. In 2001, Douglas Firs accounted for 57 percent of trees cut and sold. In 2008, Douglas Firs accounted for 47 percent.



The survey benefited from the 2007 Census of Agriculture as far as finding small producers. A focus of the Census is finding all producers including smaller producers. The Census, unlike the NASS surveys, is mandatory. The Oregon Field Office of the National Agricultural Statistics Service was able to expand its base from which to sample due to the Census effort.

California remained the number one destination for Oregon grown Christmas trees; Mexico replaced Oregon as the number two destination for Oregon Christmas trees. Trees planted and intended to plant in 2009 were 56 percent of those planted in 2003 and 52 percent of those planted in 2001.

**Table 1 - Christmas trees: Production, sales, workers, wages, and average price per tree, by size of operation, Oregon, 2003, and 2005-2008**

| Category and year                            | Size of operation |             |             |             |            | All operations |
|--|-------------------|-------------|-------------|-------------|------------|----------------|
|  | 1-14 acres        | 15-29 acres | 30-49 acres | 50-99 acres | 100+ acres |                |
| 2003   | 5,016             | 4,416       | 5,312       | 7,258       | 91,553     | 113,555        |
| 2005   | 7,230             | 3,318       | 4,480       | 6,616       | 86,332     | 107,976        |
| 2006   | 4,659             | 3,326       | 4,563       | 7,798       | 89,109     | 109,455        |
| 2007   | 3,480             | 2,873       | 4,115       | 7,612       | 91,187     | 109,267        |
| Value of sales (1,000 dollars).....2008      | 4,361             | 2,988       | 3,534       | 6,096       | 93,139     | 110,118        |
| 2003   | 328               | 295         | 365         | 437         | 5,231      | 6,656          |
| 2005   | 464               | 259         | 300         | 431         | 5,457      | 6,911          |
| 2006   | 377               | 225         | 316         | 623         | 5,401      | 6,942          |
| 2007   | 272               | 211         | 298         | 619         | 5,653      | 7,053          |
| Number of trees sold (1,000 trees) .....2008 | 317               | 228         | 370         | 497         | 5,923      | 7,335          |
| 2003   | 15.29             | 14.97       | 14.55       | 16.61       | 17.50      | 17.06          |
| 2005   | 15.58             | 12.81       | 14.93       | 15.35       | 15.82      | 15.62          |
| 2006   | 12.36             | 14.78       | 14.44       | 12.52       | 16.50      | 15.77          |
| 2007   | 12.79             | 13.62       | 13.81       | 12.30       | 16.13      | 15.49          |
| Average price per tree (Dollars) .....2008   | 13.75             | 13.14       | 9.56        | 12.26       | 15.72      | 15.01          |
| 2003   | 5,745             | 3,776       | 3,884       | 4,476       | 43,225     | 61,106         |
| 2005   | 7,165             | 3,689       | 4,060       | 4,713       | 43,193     | 62,820         |
| 2007   | 5,662             | 3,197       | 4,548       | 4,404       | 44,039     | 61,850         |
| Acres growing trees (Acres).....2008         | 4,992             | 5,267       | 4,018       | 5,763       | 44,460     | 64,500         |
| 2003   | 1,725             | 863         | 884         | 796         | 5,317      | 9,585          |
| 2005   | 2,070             | 854         | 633         | 901         | 5,194      | 9,652          |
| 2007   | 1,636             | 731         | 709         | 783         | 5,296      | 9,155          |
| Number of workers .....2008                  | 1,283             | 505         | 531         | 700         | 5,456      | 8,475          |
| 2003   | 794               | 815         | 997         | 1,953       | 24,651     | 29,210         |
| 2005   | 995               | 847         | 1,442       | 1,883       | 27,001     | 32,168         |
| 2007   | 930               | 1,119       | 1,435       | 1,954       | 27,983     | 33,421         |
| Wages (1,000 dollars) .....2008              | 1,203             | 934         | 1,297       | 1,897       | 32,212     | 37,543         |
| 2003   | 970               | 200         | 110         | 75          | 95         | 1,450          |
| 2005   | 1,130             | 185         | 112         | 70          | 93         | 1,590          |
| 2007   | 1,069             | 174         | 116         | 76          | 105        | 1,540          |
| Number of operations .....2008               | 1,266             | 242         | 97          | 81          | 94         | 1,780          |

**Table 2 - Christmas trees: Trees sold, sales, and average price received, by species and size of operation, Oregon, 2003, and 2005-2008**

| Species and year   | Number of trees sold | Average price  | Value of sales       | Sales by size of operation |                      |                      |                      |                      |
|--------------------|----------------------|----------------|----------------------|----------------------------|----------------------|----------------------|----------------------|----------------------|
|                    |                      |                |                      | 1-14 acres                 | 15-29 acres          | 30-49 acres          | 50-99 acres          | 100+ acres           |
|                    | <i>1,000 trees</i>   | <i>Dollars</i> | <i>1,000 dollars</i> | <i>1,000 dollars</i>       | <i>1,000 dollars</i> | <i>1,000 dollars</i> | <i>1,000 dollars</i> | <i>1,000 dollars</i> |
| Douglas Fir.....   | 2003 3,693           | 12.08          | 44,631               | 1,825                      | 1,360                | 2,099                | 2,246                | 37,101               |
|                    | 2005 3,625           | 10.73          | 38,885               | 1,698                      | 1,275                | 1,183                | 2,259                | 32,470               |
|                    | 2006 3,544           | 11.65          | 41,288               | 1,788                      | 742                  | 1,286                | 2,859                | 34,613               |
|                    | 2007 3,516           | 10.85          | 38,149               | 1,192                      | 633                  | 909                  | 2,728                | 32,687               |
|                    | 2008 3,439           | 11.48          | 39,469               | 1,151                      | 982                  | 1,391                | 1,708                | 34,237               |
| Noble Fir.....     | 2003 2,405           | 24.48          | 58,879               | 2,175                      | 2,306                | 2,695                | 4,457                | 47,246               |
|                    | 2005 2,755           | 21.96          | 60,508               | 4,225                      | 1,567                | 2,458                | 3,727                | 48,531               |
|                    | 2006 2,830           | 21.22          | 60,053               | 2,388                      | 2,119                | 2,660                | 3,921                | 48,965               |
|                    | 2007 2,904           | 21.31          | 61,884               | 1,883                      | 1,759                | 2,602                | 3,805                | 51,835               |
|                    | 2008 3,330           | 18.75          | 62,440               | 2,365                      | 1,310                | 1,539                | 3,497                | 53,729               |
| Grand Fir.....     | 2003 415             | 17.66          | 7,329                | 684                        | 605                  | 440                  | 440                  | 5,160                |
|                    | 2005 367             | 17.06          | 6,262                | 982                        | 427                  | 600                  | 463                  | 3,790                |
|                    | 2006 427             | 14.41          | 6,153                | 471                        | 393                  | 497                  | 790                  | 4,002                |
|                    | 2007 491             | 14.37          | 7,056                | 390                        | 418                  | 488                  | 843                  | 4,917                |
|                    | 2008 370             | 15.01          | 5,542                | 386                        | 377                  | 404                  | 600                  | 3,775                |
| Nordmann Fir.....  | 2003 28              | 22.75          | 637                  | 180                        | 61                   | 51                   | 85                   | 260                  |
|                    | 2005 39              | 22.87          | 892                  | 163                        | 17                   | 167                  | 155                  | 390                  |
|                    | 2006 21              | 22.29          | 468                  | 10                         | 37                   | 35                   | 170                  | 216                  |
|                    | 2007 33              | 21.27          | 702                  | 13                         | 36                   | 36                   | 183                  | 434                  |
|                    | 2008 85              | 17.06          | 1,452                | 141                        | 300                  | 182                  | 131                  | 698                  |
| Scotch Pine.....   | 2003 45              | 9.38           | 422                  | 43                         | 18                   | 13                   | 2                    | 346                  |
|                    | 2005 78              | 7.15           | 558                  | 40                         | 7                    | 50                   | 2                    | 459                  |
|                    | 2006 66              | 8.73           | 576                  | -                          | 14                   | 29                   | 6                    | 527                  |
|                    | 2007 56              | 9.73           | 545                  | -                          | 10                   | 30                   | 3                    | 502                  |
|                    | 2008 51              | 8.13           | 416                  | 7                          | 3                    | 16                   | 4                    | 386                  |
| Other species..... | 2003 70              | 23.67          | 1,657                | 109                        | 66                   | 14                   | 28                   | 1,440                |
|                    | 2005 47              | 18.53          | 871                  | 122                        | 25                   | 22                   | 10                   | 692                  |
|                    | 2006 54              | 16.98          | 917                  | 2                          | 21                   | 56                   | 52                   | 786                  |
|                    | 2007 53              | 17.57          | 931                  | 2                          | 17                   | 50                   | 50                   | 812                  |
|                    | 2008 60              | 13.28          | 799                  | 311                        | 16                   | 2                    | 156                  | 314                  |
| Total.....         | 2003 6,656           | 17.06          | 113,555              | 5,016                      | 4,416                | 5,312                | 7,258                | 91,553               |
|                    | 2005 6,911           | 15.62          | 107,976              | 7,230                      | 3,318                | 4,480                | 6,616                | 86,332               |
|                    | 2006 6,942           | 15.77          | 109,455              | 4,659                      | 3,326                | 4,563                | 7,798                | 89,109               |
|                    | 2007 7,053           | 15.49          | 109,267              | 3,480                      | 2,873                | 4,115                | 7,612                | 91,187               |
|                    | 2008 7,335           | 15.01          | 110,118              | 4,361                      | 2,988                | 3,534                | 6,096                | 93,139               |

**Table 3 - Christmas trees: Number of trees sold, by species, Oregon, 2001, 2003, and 2005-2008**

| Species       | Number of trees sold |                    |                    |                    |                    |                    |
|---------------|----------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
|               | 2001                 | 2003               | 2005               | 2006               | 2007               | 2008               |
|               | <i>1,000 trees</i>   | <i>1,000 trees</i> | <i>1,000 trees</i> | <i>1,000 trees</i> | <i>1,000 trees</i> | <i>1,000 trees</i> |
| Douglas Fir   | 3,465                | 3,693              | 3,625              | 3,544              | 3,516              | 3,439              |
| Noble Fir     | 2,165                | 2,405              | 2,755              | 2,830              | 2,904              | 3,330              |
| Grand Fir     | 393                  | 415                | 367                | 427                | 491                | 370                |
| Nordmann Fir  | 9                    | 28                 | 39                 | 21                 | 33                 | 85                 |
| Scotch Pine   | 31                   | 45                 | 78                 | 66                 | 56                 | 51                 |
| Other species | 56                   | 70                 | 47                 | 54                 | 53                 | 60                 |
| <b>Total</b>  | <b>6,119</b>         | <b>6,656</b>       | <b>6,911</b>       | <b>6,942</b>       | <b>7,053</b>       | <b>7,335</b>       |

**Table 4 - Christmas trees: Percent of tree sold, by sales destination, Oregon, 2003, 2005, 2007, and 2008 <sup>1</sup>**

| Sales destination                       | Douglas Fir    | Noble Fir      | Grand Fir      | Nordmann Fir   | Scotch Pine    | Other species  | All species    |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
|   | <i>Percent</i> |
| 2003                                    | 10             | 9              | 22             | 25             | 10             | 16             | 11             |
| 2005                                    | 8              | 8              | 16             | 23             | 9              | 16             | 8              |
| 2007                                    | 10             | 11             | 23             | 24             | 18             | 16             | 12             |
| Oregon.....2008                         | 7              | 9              | 18             | 16             | 15             | 15             | 8              |
| 2003                                    | 2              | 4              | 11             | 1              | 1              | 2              | 3              |
| 2005                                    | 2              | 4              | 8              | 3              | 1              | 8              | 3              |
| 2007                                    | 2              | 3              | 7              | 3              | 1              | 2              | 3              |
| Washington.....2008                     | 3              | 3              | 8              | 8              | 1              | 1              | 3              |
| 2003                                    | 40             | 57             | 50             | 43             | 21             | 52             | 46             |
| 2005                                    | 36             | 61             | 45             | 58             | 17             | 38             | 47             |
| 2007                                    | 37             | 54             | 38             | 57             | 23             | 38             | 44             |
| California.....2008                     | 36             | 55             | 40             | 51             | 20             | 26             | 45             |
| 2003                                    | 16             | 12             | 8              | 19             | -              | 8              | 14             |
| 2005                                    | 10             | 11             | 18             | 10             | 6              | 30             | 11             |
| 2007                                    | 9              | 12             | 19             | 9              | 8              | 24             | 11             |
| Other Western <sup>2</sup> .....2008    | 8              | 11             | 25             | 10             | 7              | 4              | 10             |
| 2003                                    | 1              | 1              | -              | -              | -              | 1              | 1              |
| 2005                                    | 2              | 2              | 3              | 1              | 20             | 7              | 2              |
| 2007                                    | 2              | 2              | 3              | 1              | 5              | 6              | 2              |
| Midwest <sup>3</sup> .....2008          | 1              | 1              | 1              | -              | 9              | -              | 1              |
| 2003                                    | 13             | 9              | 5              | 1              | 65             | 4              | 12             |
| 2005                                    | 10             | 7              | 4              | 2              | 39             | -              | 9              |
| 2007                                    | 9              | 8              | 3              | 4              | 44             | 2              | 8              |
| Gulf States <sup>4</sup> .....2008      | 10             | 7              | 2              | 7              | 48             | -              | 9              |
| 2003                                    | 2              | 2              | 1              | -              | 2              | -              | 2              |
| 2005                                    | 5              | 1              | 1              | -              | 4              | -              | 3              |
| 2007                                    | 7              | 3              | 1              | -              | 1              | 1              | 5              |
| Atlantic States <sup>5</sup> .....2008  | 6              | 2              | 2              | 1              | -              | -              | 4              |
| 2003                                    | 1              | 1              | -              | 9              | -              | -              | 1              |
| 2005                                    | 1              | 1              | 2              | 1              | -              | -              | 1              |
| 2007                                    | 1              | 1              | 2              | 1              | -              | 5              | 1              |
| Northeast States <sup>6</sup> .....2008 | 1              | 1              | 1              | 1              | -              | -              | 1              |
| 2003                                    | 2              | 2              | 3              | -              | -              | 17             | 2              |
| 2005                                    | 3              | 1              | 2              | 2              | 4              | -              | 2              |
| 2007                                    | 2              | 1              | 2              | 1              | -              | 6              | 2              |
| Canada <sup>7</sup> .....2008           | 2              | 1              | -              | -              | -              | 54             | 2              |
| 2003                                    | 13             | 2              | -              | 2              | 1              | -              | 8              |
| 2005                                    | 23             | 3              | 1              | -              | -              | 1              | 13             |
| 2007                                    | 21             | 4              | 1              | -              | -              | -              | 11             |
| Mexico.....2008                         | 25             | 9              | 2              | 6              | -              | -              | 16             |
| 2003                                    | -              | 1              | 1              | -              | -              | -              | -              |
| 2005                                    | -              | 1              | -              | -              | -              | -              | 1              |
| 2007                                    | -              | 1              | 1              | -              | -              | -              | 1              |
| All other destinations .....2008        | 1              | 1              | 1              | -              | -              | -              | 1              |

<sup>1</sup> Sales percentages represent the percent of trees sold in each location for each species, not the percent of all trees sold. For example, the sum of all destination sales for Douglas Fir trees is equal to 100 percent.

<sup>2</sup> Other Western States include: AK, AZ, CO, HI, ID, MT, NM, NV, UT, WY.

<sup>3</sup> Upper Midwest States include: IA, IL, IN, KS, KY, MI, MO, ND, NE, MN, OH, SD, WI.

<sup>4</sup> Gulf States: AL, AR, LA, MS, OK, TN, TX.

<sup>5</sup> Atlantic States: DE, FL, GA, MD, NC, SC, VA, WV.

<sup>6</sup> Northeast States: CT, MA, ME, NH, NJ, NY, PA, RI, VT.

<sup>7</sup> Canada: All provinces.

**Table 5 - Christmas trees: Number of trees planted, by species and year planted, Oregon, 2002-2010**

| Species       | Year planted       |                    |                    |                    |                    |                    |                    |                    |                    |
|---------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
|               | 2002               | 2003               | 2004               | 2005               | 2006               | 2007               | 2008               | 2009 <sup>1</sup>  | 2010 <sup>1</sup>  |
|               | <i>1,000 trees</i> |
| Douglas Fir   | 3,591              | 3,340              | 3,323              | 3,018              | 2,832              | 2,934              | 2,524              | 2,017              | 2,499              |
| Noble Fir     | 5,140              | 5,098              | 5,200              | 4,047              | 3,349              | 3,040              | 2,559              | 2,769              | 2,781              |
| Grand Fir     | 670                | 927                | 733                | 611                | 519                | 574                | 418                | 240                | 369                |
| Nordmann Fir  | 199                | 372                | 466                | 520                | 480                | 511                | 508                | 421                | 474                |
| Scotch Pine   | 37                 | 22                 | 17                 | 21                 | 13                 | 21                 | 10                 | 1                  | 32                 |
| Other species | 76                 | 67                 | 70                 | 73                 | 118                | 120                | 32                 | 24                 | 22                 |
| <b>Total</b>  | <b>9,713</b>       | <b>9,826</b>       | <b>9,809</b>       | <b>8,290</b>       | <b>7,311</b>       | <b>7,200</b>       | <b>6,050</b>       | <b>5,472</b>       | <b>6,177</b>       |

<sup>1</sup> Includes trees planted or intended to be planted.

**Table 6 - Christmas trees: Workers and wages, by size of operation, Oregon, 2003, 2005, 2007, and 2008**

| Category and year                          | Size of operation |             |             |             |            | All operations |
|--|-------------------|-------------|-------------|-------------|------------|----------------|
|  | 1-14 acres        | 15-29 acres | 30-49 acres | 50-99 acres | 100+ acres |                |
| 2003                                       | 15                | 24          | 6           | 50          | 673        | 768            |
| 2005                                       | 26                | 26          | 19          | 63          | 702        | 836            |
| 2007                                       | 13                | 22          | 22          | 48          | 693        | 798            |
| 2008                                       | 68                | 18          | 25          | 61          | 881        | 1,053          |
| Full-time workers .....                    |                   |             |             |             |            |                |
| 2003                                       | 1,710             | 839         | 878         | 746         | 4,644      | 8,817          |
| 2005                                       | 2,044             | 828         | 614         | 838         | 4,492      | 8,816          |
| 2007                                       | 1,623             | 709         | 687         | 735         | 4,603      | 8,356          |
| 2008                                       | 1,215             | 487         | 506         | 639         | 4,575      | 7,422          |
| Seasonal workers .....                     |                   |             |             |             |            |                |
| 2003                                       | 1,725             | 863         | 884         | 796         | 5,317      | 9,585          |
| 2005                                       | 2,070             | 854         | 633         | 901         | 5,194      | 9,652          |
| 2007                                       | 1,636             | 731         | 709         | 783         | 5,296      | 9,155          |
| 2008                                       | 1,283             | 505         | 531         | 700         | 5,456      | 8,475          |
| Total workers .....                        |                   |             |             |             |            |                |
| 2003                                       | 794               | 815         | 997         | 1,953       | 24,651     | 29,210         |
| 2005                                       | 995               | 847         | 1,442       | 1,883       | 27,001     | 32,168         |
| 2007                                       | 930               | 1,119       | 1,435       | 1,954       | 27,983     | 33,421         |
| 2008                                       | 1,203             | 934         | 1,297       | 1,897       | 32,212     | 37,543         |
| Total wages (1,000 dollars) .....          |                   |             |             |             |            |                |
| 2003                                       | 460               | 944         | 1,128       | 2,454       | 4,636      | 3,047          |
| 2005                                       | 481               | 992         | 2,278       | 2,090       | 5,198      | 3,333          |
| 2007                                       | 568               | 1,531       | 2,024       | 2,495       | 5,284      | 3,651          |
| 2008                                       | 937               | 1,849       | 2,443       | 2,710       | 5,904      | 4,430          |
| Annual average wage/worker (Dollars) ..... |                   |             |             |             |            |                |

**Table 7 - Christmas trees: Acres, trees sold, sales, and price, by county, Oregon, 2005, 2007, and 2008**

| County         | Acres in operations |               |               | Number of trees sold |                    |                    | Total sales          |                      |                      | Average price per tree |                |                |
|----------------|---------------------|---------------|---------------|----------------------|--------------------|--------------------|----------------------|----------------------|----------------------|------------------------|----------------|----------------|
|                | 2005                | 2007          | 2008          | 2005                 | 2007               | 2008               | 2005                 | 2007                 | 2008                 | 2005                   | 2007           | 2008           |
|                | <i>Acres</i>        | <i>Acres</i>  | <i>Acres</i>  | <i>1,000 trees</i>   | <i>1,000 trees</i> | <i>1,000 trees</i> | <i>1,000 dollars</i> | <i>1,000 dollars</i> | <i>1,000 dollars</i> | <i>Dollars</i>         | <i>Dollars</i> | <i>Dollars</i> |
| Benton         | 9,000               | 7,200         | 6,500         | 1,050                | 920                | 988                | 17,378               | 15,347               | 15,516               | 16.55                  | 16.68          | 15.70          |
| Clackamas      | 17,500              | 19,000        | 19,000        | 2,500                | 2,560              | 2,389              | 36,875               | 36,352               | 33,260               | 14.75                  | 14.20          | 13.92          |
| Douglas        | 1,500               | 900           | 1,200         | 45                   | 42                 | 37                 | 700                  | 667                  | 628                  | 15.56                  | 15.87          | 16.94          |
| Lane           | 4,000               | 3,400         | 3,200         | 260                  | 220                | 344                | 3,770                | 3,181                | 4,842                | 14.50                  | 14.46          | 14.07          |
| Linn           | 2,600               | 2,800         | 3,000         | 140                  | 270                | 312                | 2,310                | 3,791                | 3,352                | 16.50                  | 14.04          | 10.75          |
| Marion         | 12,500              | 12,900        | 13,900        | 1,400                | 1,460              | 1,476              | 21,840               | 21,798               | 22,062               | 15.60                  | 14.93          | 14.95          |
| Polk           | 7,800               | 8,300         | 9,900         | 900                  | 1,091              | 1,307              | 15,210               | 19,998               | 22,401               | 16.90                  | 18.33          | 17.14          |
| Washington     | 2,800               | 2,600         | 2,600         | 240                  | 180                | 161                | 4,000                | 2,873                | 2,608                | 16.67                  | 15.96          | 16.21          |
| Yamhill        | 3,920               | 3,600         | 3,400         | 290                  | 240                | 233                | 4,350                | 3,719                | 3,804                | 15.00                  | 15.50          | 16.32          |
| Other counties | 1,200               | 1,150         | 1,800         | 86                   | 70                 | 88                 | 1,543                | 1,542                | 1,645                | 17.94                  | 22.03          | 18.75          |
| <b>Oregon</b>  | <b>62,820</b>       | <b>61,850</b> | <b>64,500</b> | <b>6,911</b>         | <b>7,053</b>       | <b>7,335</b>       | <b>107,976</b>       | <b>109,267</b>       | <b>110,118</b>       | <b>15.62</b>           | <b>15.49</b>   | <b>15.01</b>   |

For more details, please contact the Oregon Field Office of USDA, NASS at (503) 326-2131 or 1-800-338-2157 or via email at [nass-or@nass.usda.gov](mailto:nass-or@nass.usda.gov). Information is also available on our home page: [www.nass.usda.gov/or](http://www.nass.usda.gov/or).